



RECEIVED

2014 JUL 11 PM 12:00

PUBLIC SERVICE

ND 2014-21-E

Jocelyn Boyd, Esquire  
Chief Clerk/Administrator  
Public Service Commission of South Carolina  
101 Executive Center Drive, Suite 100  
Columbia, SC 29210

Dear Ms. Boyd:

The Hampstead Group is a national, multifamily affordable housing developer based in San Diego CA. In the last few years our company has purchased and rehabilitated more than 20 affordable housing developments nation wide. Upgrading our facilities to improve tenant comfort and increasing energy efficiency through investment in the latest technologies is a central part of our development strategy.

We have recently been selected as the developer of two affordable housing communities in Charleston South Carolina. The properties of Saint Andrew's Gardens and Ashley Arms have a combined total of 436 apartment units and are home to more than one thousand Charleston residents. Upon closing, both properties will be rehabilitated and improved upon resulting in a safe, comfortable, and energy efficient dwelling for South Carolina families.

In our experience, energy efficiency & renewable energy incentive programs are typically offered to assist developers and homeowners bring outdated properties up to current standards or beyond. We have found that a well-designed incentive program can make the difference for a developer being able to provide costly but valuable upgrades to a property. Upgrades that improve tenant comfort, decrease tenant utility expenses, & lessen the burden placed on the energy grid.

The Hampstead Group's energy efficiency team (Sustainable Technologies Group) had been targeting an Energy Star Total Home Performance rebate program, which was offered to the residents of South Carolina through SCE&G. After many discussions with the program administrators and building the expected savings into our development plan, we were recently informed that the program is being terminated. Furthermore, there are no other multifamily rebate programs currently offered in SCE&G's service territory, making our planned upgrades very difficult to accomplish. We understand that the Energy Star Home Performance program was terminated due to inefficiencies and lack of enrollment; however our projects alone were expected to benefit from over \$650,000 in efficiency incentives, which could have helped this program reach its performance goals, while making a difference in the lives of our tenants.



Due to the emphasis that The Hampstead Group places on energy efficiency, we have gained valuable experience working with energy incentive programs across the nation. We believe that a multifamily energy efficiency incentive program, if designed effectively will enhance the lives of SCE&G customers. Sustainable Technologies Group would like to offer our assistance to the Public Service Commission of South Carolina & SCE&G in crafting a new, successful energy efficiency incentive program. We can provide insight into the more successful programs being offered nationwide, specifically programs that offer an option designed for multifamily developments. Our rehab projects regularly see a decrease of 20% - 30% in energy use from their initial state, and we would like to help make savings of this magnitude become an affordable option for the residents of South Carolina.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael McConnell".

Michael McConnell  
Sustainable Technologies Group  
[mikem@hampstead.com](mailto:mikem@hampstead.com), 410 310 7560